

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ADP-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 L-03 TRSE-00 STR-08 RSR-01 /060 W

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R 231354Z JUL 73 ZFG

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 5965

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FOR COMMERCE

E.O. 11652: N/A

TAGS: BDIS, RO

SUBJ: TRADE COMPLAINT: BLACK, SIVALLS AND BRYSON, INC.

1. IMPEXMIN CALLED EMBOFF TO ITS OFFICES JULY 23 TO DISCUSS
TRADE COMPLAINT INVOLVING BLACK, SIVALLS AND BRYSON, INC.
DETAILS AS FOLLOWS:

A. ON FEBRUARY 20, 1973 IMPEXMIN PLACED ORDER WITH BLACK,
SIVALLS AND BRYSON FOR PRESSURE CONTROLLER WKM, MODEL 72-34-1,
AND RELATED EQUIPMENT WITH TOTAL VALUE OF APPROXIMATELY \$500.
ORDER PLACED VIA FIRM'S EUROPEAN BRANCH LOCATED AT PARKWEG 15,
S-GRAVENHAGE, HOLLAND. ON APRIL 11 IMPEXMIN RECEIVED CONFIRMATION
OF ORDER WITH INDICATION THAT DELIVERY (EX WORKS) TO BE MADE MAY
15. IMPEXMIN THEN OPENED LETTER OF CREDIT VIA ROMANIAN BANK OF
FOREIGN TRADE FOR PURCHASE OF EQUIPMENT VALID UNTIL SEPTEMBER 3.
B. ON JULY 13 IMPEXMIN RECEIVED TELEX FROM HOLLAND BRANCH OF BLACK,
SIVALLS AND BRYSON INDICATING THAT DELIVERY OF EQUIPMENT NOT
POSSIBLE UNTIL SEPTEMBER 1. TELEX REQUESTED IMPEXMIN EXTEND
DEADLINE OF LETTER OF CREDIT ACCORDINGLY. IMPEXMIN HAS SENT
SEVERAL ADDITIONAL TELEX MESSAGES TO HOLLAND BRANCH IN ATTEMPT
OBTAIN ADDITIONAL DETAILS ON DELIVERY DELAY BUT CLAIMS NONE
HAVE YET BEEN ANSWERED.

2. PROBLEM STEMS FROM FACT THAT PRESSURE CONTROLLER, ALTHOUGH
LOW COST ITEM, IS BASIC ELEMENT IN NEW CARBON DIOXIDE PLANT WHICH
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GOR IS CONSTRUCTING IN ORADEA. IMPEXMIN REPORTS ENTIRE PLANT IS

UP AND READY FOR PRODUCTION BUT CANNOT BEGIN UNTIL PRESSURE CONTROLLER ARRIVES. FAILURE TO ENTER INTO PRODUCTION HAS CAUSED DELAY IN PRODUCTION PLAN WHICH HAS COME TO ATTENTION OF ILIE VERDET, FIRST VICE PRESIDENT OF COUNCIL OF MINISTERS. HEAD OF IMPEXMIN, WHO UNDER FIRE FROM HIGH-LEVEL GOVERNMENT AND PARTY OFFICIALS FOR FAILURE TO GET PLANT INTO PRODUCTION, TOLD EMBOFF THAT EVEN PRESIDENT CEAASESCU HAS EXPRESSED CONCERN AT SITUATION. EMBASSY THEREFORE REQUESTS COMMERCE CONTACT BLACK, SIVALLS AND BRYSON MAIN OFFICES IN KANSAS CITY, MISSOURI TO DETERMINE WHAT, IF ANYTHING, CAN BE DONE TO ACCELERATE DELIVERY OF PRESSURE CONTROLLER (WHICH WE UNDERSTAND CAN BE AIR FREIGHTED QUICKLY TO ROMANIA ONCE IT AVAILABLE). AS COMMERCE IS AWARE, IMPEXMIN HAS BEEN GOOD CUSTOMER OF US, AND IT WOULD BE UNFORTUNATE AT BEST IF GOODWILL AND RELATIONSHIPS BUILT UP TO DATE SHOULD DETERIORATE OVER THIS SMALL BUT IMPORTANT PURCHASE.

3. BLACK, SIVALLS AND BRYSON IS KNOWN TO US AS A SUBSIDIARY OF INTERNATIONAL SYSTEMS AND CONTROLS (ISC) 2727 ALLEN PARKWAY, HOUSTON TEXAS 77019. LARGE ISC DELEGATION HEADED BY PRESIDENT DAN GOLDIE VISITED ROMANIA IN LATE FEBRUARY FOR TALKS ON WIDE RANGE OF POSSIBLE COMMERCIAL VENTURES AND CARL JOHNSON, SENIOR VICE PRESIDENT OF ISC AFFILIATE, J.F. PRITCHARD AND COMPANY, RETURNED HERE LAST WEEK ON ISC BUSINESS. SUGGEST THAT COMMERCE ALSO CONTACT GOLDIE OR JOHNSON TO EXPEDITE DELIVERY GIVEN ISC INTEREST

IN PROMOTING TRADE WITH ROMANIA.

4. EMBASSY REQUESTS CABLED STATUS REPORT THIS CASE SOONEST.
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Message Attributes

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Disposition Authority: golinofr
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Drafter: n/a
Enclosure: n/a
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Errors: N/A
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30 JUN 2005

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